

## Partners Program Evaluation Form - Period : May - December, 1995

Ship-to Account Name: Grand Union CompanyUpdated Through  
Last Input :  
1/23/96Ship-to Account Number: 9671960

Base Plan : (Plan B)

CATEGORY I

Customer SOM Determination: Performance Approval: (Y / N) \_\_\_\_\_

RJR Beginning Period Base SOM: 14.0%RJR Ending Program Period SOM: 14.0%

Result: (+/-) \_\_\_\_\_

RJR Sales Less Than 105% of Purchases YesRJR Qualified # Cartons SoldRate/CartonCategory I  
Payment213,198\$0.08\$17,055.84CATEGORY IIRJR Qualified # Cartons SoldRate/CartonCategory II  
Payment213,198#N/A#N/ATOTALRJR Qualified # Cartons SoldRate/CartonTotal Partners Plan B  
Payment213,198#N/A#N/A

Participant Signature

Title

Date

R. J. Reynolds Tobacco Company

Title

Date

KEY ACCOUNT MGR

1/25/96

Program Tracking											
Ship-to Account Name	Grand Union Company									Updated Through Last Input : 1/23/96	
Ship-to Acct #	9871960										
	Apr 28th 1995 Inventory	May Purchases	Jun Purchases	Jul Purchases	Aug Purchases	Sep Purchases	Oct Purchases	Nov Purchases	Dec Purchases	Dec 29th 1995 Inventory	Sales
RJR	3,852	25,740	31,650	29,130	34,260	25,020	20,520	26,610	20,610	4,194	213,198
PM	72,079	111,990	90,000	101,400	161,340	107,400	81,660	120,480	65,700	18,790	893,259
BAT	5,806	20,220	29,790	19,890	27,540	23,970	19,740	23,100	17,970	2,658	185,368
LOR	6,049	29,340	28,020	25,020	29,400	23,910	20,190	30,090	18,120	3,282	206,877
LIG	91	2,850	3,120	2,700	3,570	840	2,760	2,100	2,130	714	19,447
OTHER											
Grand Total	87,877	190,140	182,580	178,140	256,110	181,140	144,870	202,380	124,530	29,618	1,518,149
Base SOM RJR							Total RJR Purchases	213,540	Total RJR Sales		213,198
Ending SOM RJR									Grand Total Sales		1,518,149
+ or - SOM									RJR Ending SOM		14.0%
RJR Representative	<i>[Signature]</i>						Date		1/25/96		
Ship-to account Representative	<i>[Signature]</i>						Date				

1491.  
58.8  
12.2  
13.6  
1.4

51846 1293

51846  
1293